

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Aspen Manufacturing Inc

Texas Manufacturing Assistance Center

#### Aspen Manufacturing Increases Capacity With Lean Techniques

##### Client Profile:

Aspen Manufacturing, Inc., based in Humble, Texas, is one of the largest privately owned coil manufacturers in the U.S. The company has been in business for over 35 years and employs less than 250 people. As a true job shop, Aspen only builds to order, selling its products to wholesalers and distributors throughout the U.S. and Canada. The company's current product line includes a broad range of residential coils as well as coils and blowers for manufactured homes.

##### Situation:

Aspen Manufacturing built its first facility in 1971 with careful planning. Over the years, as the business quickly grew, the space eventually became inadequate to hold expanding operations and was no longer laid out for optimal productivity. Aspen hired architect Harry Gendel to build a new facility, and he advised the company to contact the Gulf Coast office of the Texas Manufacturing Assistance Center (TMAC), a NIST MEP network affiliate, for help solving the efficiency problem.

##### Solution:

TMAC worked with Aspen over a six-week period of time to develop a complete analysis of existing practices and operating procedures. A group of Aspen employees participated in TMAC's lean manufacturing workshop, which offers employees a basic understanding of the philosophy and practices behind lean manufacturing. The company became very excited about the cellular manufacturing concept and decided to implement it into the design of the new plant.

TMAC helped Aspen re-evaluate its original plans for the facility and shaved off 65,000 square-feet of planned space. By reducing the amount of space to be built Aspen was able to save \$2.5 million off the cost of the facility. As an added bonus, the cellular design has significantly reduced lead times. Profits have increased as a result, and so has efficiency.

##### Results:

Applied cellular manufacturing design to new facility.

Reduced original plan by 65,000 square-feet for a cost savings of \$2.5 million.

Reduced lead times.

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Increased profits.  
Improved efficiency.

**Testimonial:**

"This is a seasonal business. The company that can get the product out the door sooner beats the competition, so if we can reduce lead-time to four weeks, we win. The Texas Manufacturing Assistance Center's assistance helped us to do just that. The services are very reasonable and extremely cost effective."

Randy Kellum, Facility Manager